

Message Text

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APPROVED BY: EB/OCA/REP:GPWILSON

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STATE/EB/CBA/OCA/BR:IAWILLIAMSON

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O 042140Z MAR 74

FM SECSTATE WASHDC

TO AMCONSUL LUBUMBASHI IMMEDIATE

AMEMBASSY KINSHASA IMMEDIATE

UNCLAS STATE 042839

C O R R E C T E D C O P Y (MISSING TEXT PARA FIVE)

E.O. 11652: N/A

TAGS: BEXP, CG

SUBJ: GECAMINES EXPANSION

REF: (A) LUBUMBASHI 0083; (B) LUBUMBASHI A-09; (C) LUBUMBASHI 0064

(D) LUBUMBASHI 393; (E) LUBUMBASHI 100

1. WE APPRECIATE CONSULATE SUGGESTION THAT USG MUST TAKE AN AGGRESSIVE STANCE ON THE GECAMINES EXPANSION. WE ALSO RECOGNIZE THAT U.S. FIRMS MUST BE IN DIRECT CONTACT WITH GECAMINES MANAGEMENT BEFORE FINAL TENDERS ARE SENT. ACCORDING TO REF D, PARA 3, "GECAMINES INTENDS TO REQUEST TENDERS FOR TURN-KEY PROJECTS". IMPLICATION IS THAT GECAMINES LOOKING FOR COMPLETE PACKAGE OF ENGINEERING AND CONSTRUCTION SERVICES FOR PROJECTS, PARTICULARLY PROCESS PLANTS. IN SUCH CASE, SPECIFICATIONS WOULD BE PREPARED BY TURN-KEY CONSTRUCTOR AND COULD BE WRITTEN TO MAXIMIZE U.S. CONTENT. CONSTRUCTOR WOULD NORMALLY PRESENT UNCLASSIFIED

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A BID, INCLUDING FINANCIAL PACKAGE, IN RESPONSE TO ISSUANCE

OF AN RFP (REQUEST FOR PROPOSAL), AND WOULD ACT AS CONSULTANT FOR PROCUREMENT OF EQUIPMENT, ETC. THEREFORE, IF TENDERS TO BE ISSUED MID-MARCH ARE RFP'S RATHER THAN IFB'S (INVITATIONS FOR BID - I.E., FOR EQUIPMENT) TIMING IS CRUCIAL AND POTENTIAL FOR U.S. EXPORT SALES FAR GREATER.

2. WE PROPOSE THAT A TASK FORCE COMPOSED OF ARTHUR MCKEE CO., DRAVO, STEARNS AND ROGERS, PARSONS - JURGENS AND KAISER ENGINEERS BE ORGANIZED TO EXPLORE THE POSSIBILITIES OF PRESENTING A TURN-KEY TEAM PROPOSAL, SIMILAR TO THAT PROPOSED BY GECAMINES MANAGEMENT IN REF E, FOR THE MAJOR ENGINEERED PACKAGES IN THE PLANNED EXPANSION. MEPD IS PREPARED TO LEAD THIS GROUP TO ZAIRE DURING THE WEEK OF MARCH 18 IF THIS MEETS WITH CONSULATE/EMBASSY APPROVAL. WE WOULD TENTATIVELY SUGGEST TUESDAY, MARCH 19 IN KINSHASA, TO BE FOLLOWED BY 2-3 DAYS IN LUBUMBASHI.

3. THIS GROUP WOULD NOT CONFLICT WITH THE ALREADY PLANNED EQUIPMENT-ORIENTED MINING MACHINERY MISSION, BUT WOULD COMPLEMENT IT, SINCE IT WILL SET THE STAGE FOR EQUIPMENT SALES RESULTING FROM SPECIFICATIONS BEING DEVELOPED BY TURN-KEY OPERATORS.

4. IT IS ESSENTIAL FOR TEAM TO MEET WITH KEY OFFICIALS RESPONSIBLE FOR DECISIONS ON THE TURN-KEY PROJECTS AS EMBASSY AND CONSUL DEEM APPROPRIATE. WE WOULD HOPE THAT DIRECTOR GENERAL UMBA WOULD BE AVAILABLE. U.S. TEAM MEMBERS WILL BE SENIOR LEVEL EXECUTIVES WHO HAVE THE AUTHORITY TO SPEAK FOR THEIR INDIVIDUAL COMPANIES. COMMENSURATE RANK ON ZAIRIAN SIDE ESSENTIAL.

5. WE HAVE ORGANIZED MEETING OF DESIGN CONSTRUCTORS FOR MARCH 7. AT THAT TIME WE WILL MAKE PLANS FOR THE PROPOSED TRIP AS WELL AS DISCUSS HOW TEAM WILL BE ORGANIZED. MEPD ALSO CONTACTING BANKS MENTIONED REF C AND IN CONTACT WITH EXIM.

6. ACTION REQUESTED:

(A) WE REQUEST CONSULATE AND EMBASSY ADVICE AND COMMENTS ON PROPOSED TASK FORCE VISIT PRIOR TO OUR MEETINGS MARCH 7.
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(B) NEED TO CLARIFY ASAP WHETHER TENDERS ARE IFB'S OR RFP'S, OR COMBINATION. PLEASE IDENTIFY ALL INDIVIDUAL SEGMENTS OF PROJECTS WHICH WILL BE TENDERED AS RFP'S MID-MARCH SO THAT MEPD CAN MOBILIZE APPROPRIATE CONSTRUCTORS. WOULD ALSO APPRECIATE IDENTIFICATION OF PROJECTS TO BE TENDERED LATER AS RFP'S, IF INFO AVAILABLE.

(C) PLEASE SLUG RESPONSE FOR COMMERCE/MEPD. BROWN

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